

**Appendix C Pricing Index**  
**DIR-TSO-3439**  
**Johnston Technical Services, Inc.**

<b>CATEGORY / DESCRIPTION</b> (Refer to RFO Section 2.1)	<b>Manufacturer / Brand</b>	<b>Product Description</b>	<b>DIR Customer Discount % off MSRP</b> *
Video Surveillance Systems	GVD	All Products	28.00%
Access Control Systems	ISONAS	All Products	25.00%
Access Control Systems	Asentria	All Products	17.00%
Security Communications Systems	NETGEAR	All Products	37.00%
<b>SERVICE CATEGORY</b>	<b>Detailed Service Description</b>		<b>DIR Customer Discount % off MSRP</b> *
Installation and Construction	2-Man Service Crew, Hourly		12.00%
Installation and Construction	3-Man Service Crew, Hourly		12.00%
Installation and Construction	4-Man Service Crew, Hourly		12.00%
Installation and Construction	2-Man Service Crew, Daily (10 hours)		12.00%
Installation and Construction	3-Man Service Crew, Daily (10 hours)		12.00%
Installation and Construction	4-Man Service Crew, Daily (10 hours)		12.00%
Installation and Construction	Project Management Services, Hourly		12.00%
Installation and Construction	Bucket Truck Usage (Daily Rate)		12.00%
Training	Training Services (Daily)		12.00%
Acceptance Testing/System	Acceptance Testing/System Commissioning, Hourly (2-man crew)		12.00%
Installation and Construction	General Technical Services, Hourly		12.00%

4-hour minimum on all installation, maintenance and repair services; Mileage, per-diem, and hotel will be charged at state approved rates.

**\*Important Note: Vendors quote to DIR customers shall include the DIR administrative fee. The fee will be added after discount off MSRP is applied.**